Temcor

Georgia Manufacturing Extension Partnership

Georgia Tech Helps Temcor Increase Productivity, Grow Business

Client Profile:
Temcor, founded in 1964, designs, manufactures and erects architectural and environmental structures and enclosures. Temcor structures are used for covering tankage and storage facilities of all types and shapes, as well as architectural applications such as arenas, gymnasiums, theaters and auditoriums. The company employs 120 people at its facility in Rincon, Georgia.

Situation:
Temcor was awarded a contract that would require significant productivity. The metal extrusions were processed on a vertical mill that required four setups and prevented the running of other components simultaneously. Temcor also needed redundancy and increased capacity in processing sheet metal components. Leland Sanders, Temcor's vice president of manufacturing, said, "We realized that without additional machinery we weren't going to be able to increase our production capacity and grow the company." Temcor had worked with the Georgia Manufacturing Extension Partnership (Georgia MEP), a NIST MEP network affiliate, in the past and once again called upon Georgia MEP for assistance in assessing new machinery.

Solution:
Georgia Tech's Enterprise Innovation Institute project manager Tom Sammon set up a line that would efficiently cut Temcor's triangular aluminum sheets, evaluated the company's processes, and developed a number of machinery alternatives. He also developed a design for automated metalworking equipment. Sanders said, "We took what Tom provided for us in terms of technical specs of a plasma cutting system and started talking to machine manufacturers that specialize in plasma cutting systems." Temcor eventually purchased a plasma machine that cuts the sheet metal with an electric current without ever actually touching the surface. This machine, which can cut metal as large as 10 feet wide and 30 feet long, has augmented the sheet metal router providing not only increased production capacity but also redundancy that had previously been lacking. Sanders also purchased an additional high performance computer numerical control (CNC) routing system to address his extrusion milling and drilling needs and facilitate redundancy to the vertical milling center. "I can do about 70 percent more work today than I could two years ago before we actually installed these two machines," Sanders said. "This additional production capacity allowed us to bring in the largest contract in Temcor's history, as well as maintain another one of our major customers."

Results:
* Increased sales by 22 percent.
* Reduced setup and changeover times by 50 percent.
* Created 10 new jobs.

* Achieved a more competitive and profitable position.

Testimonial:
"The folks I've worked with at Georgia Tech are very professional, very knowledgeable and very cost-effective. Temcor would not be as successful as the company is today had we not utilized the expertise of the staff at Georgia Tech."

Leland Sanders, Vice President